



Invoice No.: IND-1016-0010

Sold To:  
Indiana State Department of Health  
ATTN: Finance /Purchasing, 2C  
2 N. Meridan Street  
Indianapolis, IN 46204

Invoice Date: 8/18/17  
Order Number: 0017544779  
Fund: 61910/571513 / 305000

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Description of Services  
Personal Services

Federal ID: 23-2868660  
Contract Period: 10/1/2016 - 9/30/2017  
Contract Amount: \$2,250,000.00  
Contract Number: 17466  
Date of Services: 7/1/2017 -7/31/2017  
Payment requested for: Real Alternatives, Inc.  
Description of Services and Total Paid: \$184,063.77  
See attached detailed charges required  
by ISDH program  
Project Code: N/A  
Activity Code: N/A

  
Vendor's signature

  
Date



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EXCELLENCE

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Pennsylvania Association  
of Nonprofit Organizations'  
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112  
717-541-1112 (V) 717-541-9713 (F)  
[www.RealAlternatives.org](http://www.RealAlternatives.org) \* [www.LoveFacts.org](http://www.LoveFacts.org) \* [www.ConcernedParents.com](http://www.ConcernedParents.com)

## Attachment B: Budget

Real Alternatives, Inc. A70-5-041137

Indiana Pregnancy &amp; Support Services Program

October 1, 2016 - September 30, 2017

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD-June 2017	Actual Cost Jul-17	Actual Expenses YTD-July 2017	Remaining Cost Aug 2017 to Sep-2017
Administrative	Salary	President & CEO	\$55,000.00	26,963.95	2,262.72	29,226.67	\$25,773.33
Administrative	Salary	VP of Administration	\$20,000.00	16,376.12	1,058.68	17,434.80	\$2,565.20
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$6,000.00	6,353.39	\$322.19	6,675.58	(\$675.58)
Administrative	Salary	Junior Accountant	\$0.00	-	-	-	\$0.00
Administrative	Salary	Bookkeeper	\$2,000.00	984.48	\$30.56	1,015.04	\$984.96
Services	Salary	VP of Operations	\$40,000.00	14,405.74	\$788.04	15,193.78	\$24,806.22
Services	Salary	Indiana Services Director	\$40,000.00	-	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$10,000.00	4,080.52	\$401.39	4,481.91	\$5,518.09
Services	Salary	Services Assistance	\$7,500.00	3,494.07	\$1,054.14	4,548.21	\$2,951.79
Services	Salary	Billing Coordinator	\$5,000.00	2,931.67	\$153.73	3,085.40	\$1,914.60
Services	Salary	Service Provider Approval	\$2,000.00	56.16	-	56.16	\$1,943.84
Services	Salary	Service Provider Monitoring	\$3,000.00	83.52	\$9.93	93.45	\$2,906.55
Services	Salary	Hotline Counselor	\$2,000.00	1,084.25	\$55.78	1,140.03	\$859.97
		Subtotal	\$192,500.00	\$76,813.87	\$6,137.16	\$82,951.03	\$109,548.97
Administrative	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$5,000.00	3,057.08	\$110.54	3,167.62	\$1,832.38
Services	Fringe	Payroll Taxes	\$9,000.00	1,554.07	\$175.84	1,729.91	\$7,270.09
Administrative	Fringe	Workers' Comp	\$500.00	186.73	\$28.73	215.46	\$284.54
Services	Fringe	Workers' Comp	\$500.00	152.78	\$25.48	178.26	\$321.74
Administrative	Fringe	Pension	\$2,500.00	1,326.07	\$85.41	1,411.48	\$1,088.52
Services	Fringe	Pension	\$2,000.00	602.73	\$62.35	665.08	\$1,334.92
Administrative	Fringe	Employee Group Ins	\$14,000.00	7,626.15	\$1,219.31	8,845.46	\$5,154.54
Services	Fringe	Employee Group Ins	\$10,000.00	3,082.70	\$501.80	3,584.50	\$6,415.50
		Subtotal	\$43,500.00	\$17,588.31	\$2,209.46	\$19,797.77	\$23,702.23
Administrative	Travel	Travel/Lodging	\$500.00	20.53	-	20.53	\$479.47
Services	Travel	Travel	\$10,000.00	1,402.34	\$120.34	1,522.68	\$8,477.32
		Subtotal	\$10,500.00	\$1,422.87	\$120.34	\$1,543.21	\$8,956.79
Administrative	Supplies	Office Expense	\$31,000.00	2,734.76	\$664.10	3,398.86	\$27,601.14
Administrative	Supplies	Computer Resources/Upgrades	\$15,000.00	-	-	-	\$15,000.00
Services	Supplies	Client Education Materials	\$20,000.00	11,558.28	\$(1,264.10)	10,294.18	\$9,705.82
Services	Supplies	Pregnancy Test Kits	\$5,000.00	3,967.60	\$381.50	4,349.10	\$650.90
		Subtotal	\$71,000.00	\$18,260.64	-\$218.50	\$18,042.14	\$52,957.86
Administrative	Contracts	Accounting/IT/Legal consulting	\$10,000.00	2,838.31	\$153.92	2,992.23	\$7,007.77
Administrative	Contracts	Auditing	\$4,000.00	2,499.02	\$520.94	3,019.96	\$980.04
Administrative	Contracts	Copier Service Contracts	\$750.00	447.44	\$175.27	622.71	\$127.29
Services	Contracts	Client Service Providers	\$1,809,500.00	1,454,925.46	\$172,766.09	1,627,691.55	\$181,808.45
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	-	-	-	\$7,000.00
Services	Contracts	Services Advertising	\$0.00	-	-	-	\$0.00
Services	Contracts	Services Database Consulting	\$15,000.00	4,271.25	-	4,271.25	\$10,728.75
		Subtotal	\$1,846,250.00	\$1,464,981.48	\$173,616.22	\$1,638,597.70	\$207,652.30
Administrative	Other	Professional Development	\$2,000.00	959.70	\$112.30	1,072.00	\$928.00
Administrative	Other	Job advertising	\$500.00	290.79	-	290.79	\$209.21
Administrative	Other	New employee screening	\$250.00	-	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$10,000.00	1,557.58	\$87.65	1,645.23	\$8,354.77
Administrative	Other	Rent	\$40,000.00	7,174.82	\$1,566.71	8,741.53	\$31,258.47
Administrative	Other	Telephone Service	\$3,500.00	1,418.08	\$102.07	1,520.15	\$1,979.85
Administrative	Other	General Business Liability Ins	\$1,000.00	334.27	\$71.22	405.49	\$594.51
Administrative	Other	Insurance - Directors & Officers	\$1,500.00	834.45	\$154.91	989.36	\$510.64
Services	Other	Toll Free Referral System	\$2,500.00	624.56	\$104.23	728.79	\$1,771.21
Services	Other	Contract Closeout Cost	\$25,000.00	-	-	-	\$25,000.00
		Subtotal	\$86,250.00	\$13,194.25	\$2,199.09	\$15,393.34	\$70,856.66
		Administrative	\$225,000.00	83,983.72	\$8,727.23	92,710.95	\$132,289.05
		Services	\$2,025,000.00	\$1,508,277.70	\$175,336.54	\$1,683,614.24	\$341,385.76
		Total	\$2,250,000.00	\$1,592,261.42	\$184,063.77	\$1,776,325.19	\$473,674.81



**Real Alternatives**  
**Actual Administrative Expenses**  
**Indiana: Fiscal Year 2016-17**

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		YTD-June 2017	Jul-17	YTD-July 2017	Aug 2017 to Sept 2017
President & CEO	\$55,000.00	\$ 26,963.95	\$ 2,262.72	\$ 29,226.67	\$ 25,773.33
VP of Administration	\$20,000.00	\$ 16,376.12	\$ 1,058.68	\$ 17,434.80	\$ 2,565.20
Assistant Director of Finance	\$0.00	\$ -	\$0.00	\$ -	\$ -
Senior Accountant	\$6,000.00	\$ 6,353.39	\$322.19	\$ 6,675.58	\$ (675.58)
Junior Accountant	\$0.00	\$ -	\$0.00	\$ -	\$ -
Bookkeeper	\$2,000.00	\$ 984.48	\$30.56	\$ 1,015.04	\$ 984.96
Professional Development	\$2,000.00	\$ 959.70	\$112.30	\$ 1,072.00	\$ 928.00
Payroll Taxes	\$5,000.00	\$ 3,057.08	\$110.54	\$ 3,167.62	\$ 1,832.38
Workers Compensation Insurance	\$500.00	\$ 186.73	\$28.73	\$ 215.46	\$ 284.54
Pension	\$2,500.00	\$ 1,326.07	\$85.41	\$ 1,411.48	\$ 1,088.52
Employee Group Insurance	\$14,000.00	\$ 7,626.15	\$1,219.31	\$ 8,845.46	\$ 5,154.54
Job Advertising	\$500.00	\$ 290.79	\$ -	\$ 290.79	\$ 209.21
New Employee Screening	\$250.00	\$ -	\$ -	\$ -	\$ 250.00
<b>Total Personnel</b>	<b>\$ 107,750.00</b>	<b>\$ 64,124.46</b>	<b>\$ 5,230.44</b>	<b>\$ 69,354.90</b>	<b>\$ 38,395.10</b>
<b>Operating</b>	<b>Budgeted Dollars</b>				
Accounting/IT/Legal Consulting	\$10,000.00	\$ 2,838.31	\$153.92	\$ 2,992.23	\$ 7,007.77
Postage/Shipping	\$10,000.00	\$ 1,557.58	\$87.65	\$ 1,645.23	\$ 8,354.77
Auditing	\$4,000.00	\$ 2,499.02	\$520.94	\$ 3,019.96	\$ 980.04
Travel/Lodging	\$500.00	\$ 20.53	\$0.00	\$ 20.53	\$ 479.47
Rent	\$40,000.00	\$ 7,174.82	\$1,566.71	\$ 8,741.53	\$ 31,258.47
Telephone Service	\$3,500.00	\$ 1,418.08	\$102.07	\$ 1,520.15	\$ 1,979.85
General Business Liability Insurance	\$1,000.00	\$ 334.27	\$71.22	\$ 405.49	\$ 594.51
Insurance-Directors & Officers	\$1,500.00	\$ 834.45	\$154.91	\$ 989.36	\$ 510.64
Office Expense	\$31,000.00	\$ 2,734.76	\$664.10	\$ 3,398.86	\$ 27,601.14
Computer Resources	\$15,000.00	\$ -	\$ -	\$ -	\$ 15,000.00
		\$ -	\$ -	\$ -	\$ -
<b>Total Operating</b>	<b>\$ 116,500.00</b>	<b>\$ 19,411.82</b>	<b>\$ 3,321.52</b>	<b>\$ 22,733.34</b>	<b>\$ 93,766.66</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>				
Equipment Service Contracts	\$750.00	\$ 447.44	\$175.27	\$ 622.71	\$ 127.29
<b>Total Administrative Expenses</b>	<b>\$ 225,000.00</b>	<b>\$ 83,983.72</b>	<b>\$ 8,727.23</b>	<b>\$ 92,710.95</b>	<b>\$ 132,289.05</b>

**Actual Services Expenses  
Indiana: Fiscal Year 2016-17**

<b>Cost Category Personnel</b>	<b>Budgeted Dollars</b>	<b>Actual Expenses YTD-June 2017</b>	<b>Actual Expenses Jul-17</b>	<b>Actual Expenses YTD-July 2017</b>	<b>Remaining Cost Aug 2017 to Sep-2017</b>
Vice President of Operations	\$40,000.00	\$ 14,405.74	\$788.04	\$ 15,193.78	\$24,806.22
Indiana Services Director	\$40,000.00	\$ -	\$0.00	\$ -	\$40,000.00
Services Coordinator	\$10,000.00	\$ 4,080.52	\$401.39	\$ 4,481.91	\$5,518.09
Billing Coordinator	\$5,000.00	\$ 2,931.67	\$153.73	\$ 3,085.40	\$1,914.60
Services Assistance	\$7,500.00	\$ 3,494.07	\$1,054.14	\$ 4,548.21	\$2,951.79
Service Provider Approval	\$2,000.00	\$ 56.16	\$0.00	\$ 56.16	\$1,943.84
Service Provider Monitoring	\$3,000.00	\$ 83.52	\$9.93	\$ 93.45	\$2,906.55
Hotline Counselor	\$2,000.00	\$ 1,084.25	\$55.78	\$ 1,140.03	\$859.97
Payroll Taxes	\$9,000.00	\$ 1,554.07	\$175.84	\$ 1,729.91	\$7,270.09
Workers Compensation Insurance	\$500.00	\$ 152.78	\$25.48	\$ 178.26	\$321.74
Pension	\$2,000.00	\$ 602.73	\$62.35	\$ 665.08	\$1,334.92
Employee Group Insurance	\$10,000.00	\$ 3,082.70	\$501.80	\$ 3,584.50	\$6,415.50
<b>Total Personnel</b>	<b>\$ 131,000.00</b>	<b>\$ 31,528.21</b>	<b>\$ 3,228.48</b>	<b>\$ 34,756.69</b>	<b>\$ 96,243.31</b>
<b>Operating</b>	<b>Budgeted Dollars</b>				
Client Education Materials	\$20,000.00	\$ 11,558.28	(\$1,264.10)	\$ 10,294.18	\$9,705.82
Services Advertising	\$0.00	\$ -	\$0.00	\$ -	\$0.00
Meetings/Seminars/Conference	\$7,000.00	\$ -	\$0.00	\$ -	\$7,000.00
Travel/Lodging To Service Providers	\$10,000.00	\$ 1,402.34	\$120.34	\$ 1,522.68	\$8,477.32
Srvcs Database Consulting & Dev	\$15,000.00	\$ 4,271.25	\$0.00	\$ 4,271.25	\$10,728.75
Client Service Providers	\$1,809,500.00	\$ 1,454,925.46	\$172,766.09	\$ 1,627,691.55	\$181,808.45
Toll-free Referral System	\$2,500.00	\$ 624.56	\$104.23	\$ 728.79	\$1,771.21
Contract Closeout Cost	\$25,000.00	\$ -	\$0.00	\$ -	\$25,000.00
		\$ -		\$ -	
		\$ -		\$ -	
		\$ -		\$ -	
<b>Total Operating</b>	<b>\$ 1,889,000.00</b>	<b>\$ 1,472,781.89</b>	<b>\$ 171,726.56</b>	<b>\$ 1,644,508.45</b>	<b>\$ 244,491.55</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>				
Pregnancy Test Kits	\$5,000.00	\$ 3,967.60	\$381.50	\$ 4,349.10	\$650.90
<b>Total Services Expenses</b>	<b>\$ 2,025,000.00</b>	<b>\$ 1,508,277.70</b>	<b>\$ 175,336.54</b>	<b>\$ 1,683,614.24</b>	<b>\$ 341,385.76</b>